Q4 RISO Sales Manager Target Bonus

Incentive Item #1492

Program: If the dealership ***sells*** its Q4 Unit Growth Target, the Sales Manager will receive a $2,500 bonus.

Dates: January 1, 1998—March 31, 1998

To Qualify:

1. Register as a RISO Sales Manager by completing the attached registration form. FAX registration forms to RISO Marketing at (978)777-9769. **Registration forms must be received by January 15, 1998 to qualify for a bonus**.
2. AT THE END OF THE QUARTER, submit one RISO Sales Manager Target Bonus Claim Form for Q4 cumulative sales claimed through the Sales Rep Bonus Program and RISO Bid Support. Attach copies of all the Sales Rep Bonus Claim Forms, and Bid Support invoices submitted during the quarter. Claim forms that are not filled out completely will be returned.
3. Mail to: RISO, Inc., Attn.: Q4 RISO Sales Rep/Manager Target Bonus, 300 Rosewood Drive, Suite 210, Danvers, MA 01923.
4. Claim form must be received by April 15, 1998.
5. Any Claim form without the RISO Sales Manager's Social Security number and the Sales Rep Bonus Claim Forms attached will not be processed. Bonuses will be reported as income to the IRS.
6. Checks will be distributed by June 15, 1998. **Please allow for processing through this date before contacting RISO on check status.**
7. Risographs purchased through RISO Bid Support will be counted toward the Q4 Unit Growth Target (for sales managers only.)
8. Additional claim forms are available from Customer Service, Item no.1492, package of 10, at no charge.

RISO Contact: Please contact your RISO District Sales Manager if you have any questions regarding this program.

Q4 RISO Sales Manager Target Bonus Program

Incentive Promo Item #1492

Dealer Sales Managers receive a $2500 bonus when the dealership sells its Q4 Unit Growth Target A. *OR* Dealers Sales Managers will receive $5000 when the dealership sells its Q4 Unit Growth Target B. Sales must be made during the period from January 1, 1998 through March 31, 1998.

This form must be complete to qualify. Submit one form at the end of the quarter, attach copies of all your reps' Cash Bonus claim forms and Bid Support invoices, and mail to: **RISO, Inc., Attn.: Q4 RISO Sales Rep/Manager Target Bonus, 300 Rosewood Drive, Suite 210, Danvers, MA 01923.** Claim forms must be received by April 15, 1998, to qualify.

Dealer Sales Manager: Social Security #:

Home Address:

City: State: Zip:

RISO Dealership: Dealer ID#:

Address:

City: State: ZIP:

Phone # Fax #

Authorized Signature:

List all sales reps names, the number of units each claimed toward the Sales Rep Cash Bonus, and the number of Bid Support units sold below: (or attach a separate sheet)

Sales Representative Name	Number of Units
Plus Total Bid Support Units:	
Unit Total:	

For RISO Use Only

Approved by: Date: Credit Amt.:

Q4 RISO Sales Manager Registration Form

Incentive Promo Item #1492

Dealer Sales Managers receive a $2500 bonus when the dealership sells its Q4 Unit Growth Target. Sales must be made during the period from January 1, 1998 through March 31, 1998.

This form must be complete to qualify. FAX registration form to RISO Marketing at (978)777-9769. Registration forms must be received by January 15, 1998 to be eligible for this promotion.

Dealer Sales Manager:	Social Security #:	
Home Address:		
City:	State:	Zip:
RISO Dealership:		Dealer ID#:
Address:		
City:	State:	ZIP:
Phone #	Fax #	
Authorized Signature:		

For RISO Use Only

Approved by: _____ Date: _____